



## Daniel R. Tenenbaum

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### MINNEAPOLIS

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### Assistant

Shelby Maloney  
320.202.5301

### PRACTICE AREAS

Corporate Governance  
Entrepreneurial Services  
Joint Ventures & Strategic  
Alliances  
Securities Law  
Corporate Finance  
Closely Held & Family Business  
Mergers & Acquisitions  
Private Equity & Venture  
Finance  
Corporate & Business  
Licensing, Technology Transfer &  
Commercialization

### INDUSTRIES

Technology

### COURT MEMBERSHIPS

- Minnesota

### EDUCATION

Described as their "go-to lawyer," exceptional and responsive, Dan is regarded as a valued partner to clients. One technology company founder said, "When I started a business more than two decades ago, hiring Dan proved to be one of the best decisions I made. He and his team knew my business and me, not just my industry. That proved beneficial in so many areas concluding in the sale of our business." Another client said, "There is no way that our organization could have survived as a start-up without [Dan's] expertise."

The head of Lathrop GPM's Entrepreneurial Services team, Daniel Tenenbaum is a seasoned business transactions attorney with an unrelenting focus on supporting emerging growth companies, business enterprises and their support entities. Dan leverages his experience in corporate, finance, securities and technology-related matters to anticipate clients' needs and propose innovative solutions. He provides comprehensive legal services from the startup phase through private financing rounds, to potential liquidity via M&A or public offerings.

Driven by a desire to "help entrepreneurs fulfill their American Dream," Dan is known to be approachable and creative. One manufacturer client said, "Dan is not a typical lawyer. He is very creative and strategic in his thought process. He has the lawyer-logic brain and the ability to be creative." He combines strategic questioning, passion and approachability to his work to take into consideration all possible implications for clients.

Dan has experience across many industries including technology, biotechnology, manufacturing, professional services and consumer



University of Pennsylvania Law School, J.D., 1990

Brandeis University, *cum laude*, 1987, undergraduate degree

products. He often works with companies that provide:

- Computer hardware and software
- Environmental technologies
- Food and beverage
- Medical devices
- Mobile applications
- Telecommunication

With an emphasis on issues encountered by private and venture capital-funded enterprises, which are either currently growing or poised for rapid future growth, Dan is well-versed in:

- Licensing
- Organizational and capital structuring, capital formation and venture capital finance
- Private offerings
- Securities law compliance
- Sell-side merger and acquisition exits
- Technology transfers and other intellectual property issues
- And other general corporate and governance concerns

Examples of recent work Dan has handled include:

- Providing Hennepin Theatre Trust with strategic counsel including a multi-year bond refinance and merger.
- Supporting the women's soccer team, Minnesota Aurora FC, in their 2022 crowdfunding offering, which garnered local and national attention for its community-owned, women-led organizational structure. The crowdfunding program brought in more than 3,000 investors to launch the team.
- Managing a \$325 million deal for Bite Squad, a Minnesota-based restaurant delivery service, which was acquired by Waitr Holdings, a fast-growing restaurant platform for online ordering and on-demand food delivery. The combination expanded Waitr's scale and footprint across the U.S., serving over 86 markets in more than 500 cities and 22 states.

In addition, Dan takes pride in mentoring junior lawyers and entrepreneurs, a testament to his commitment to sharing his

knowledge. He also is co-editor of the entreVIEW blog, which shares the entrepreneurial perspective of attorneys at the firm.

In working with Dan, clients can expect a committed partner who is not just a lawyer but, as Dan says, "a sherpa for entrepreneurs," guiding them through the thrilling roller coaster of building successful businesses. His passion for entrepreneurship, combined with his approachable nature and seasoned wisdom, make him an ideal lawyer for anyone seeking to build or grow their business.

#### **WHEN ASKED ...**

##### **What inspires you about the practice of law?**

What inspires me about the practice of law is the joy and excitement I derive from collaborating with colleagues and entrepreneurs to tackle complex issues. The spark of innovation I witness in an entrepreneur's eyes as we work together to turn their ideas into thriving businesses is a remarkable experience. It's not just about handling legalities or drafting contracts; it's about being an integral part of the journey that transforms a bold vision into a tangible reality. This process, where law and entrepreneurship intersect and foster transformation, is what fuels my passion and excitement for my work each day. After 30+ years in this field, I relish working with energized entrepreneurs with intriguing business ideas as I can add significant value to their endeavors, assisting them in realizing their entrepreneurial aspirations.

##### **What do you do outside of work?**

Outside of the office, I'm an avid musical theatre supporter, having seen more than 750 unique musicals. I have served on the Board of the Minneapolis Musical Theater for more than 20 years, was part of the initial Board of Hennepin Theatre Trust, and am currently serving on that Board again. I co-wrote an original musical, Pickle-Chiffon Pie, based on the children's book of the same name, which had its world premiere at the Orlando Repertory Theatre in 2022. The musical is scheduled for production in the Twin Cities in early 2024.

My love for sports also runs deep. I am a 'Pickleball Evangelist,' passionate about volleyball and slalom waterskiing, and I love taking adventurous vacations where hiking, biking, and ziplining take precedence over indoor activities. As somewhat of a foodie too, I appreciate exploring diverse culinary experiences. Most of all, I treasure spending quality time with my wife and our two daughters.

## Publications

**Daniel Tenenbaum is a frequent contributing author to the Lathrop GPM entreVIEW Blog.**

- Co-author, "Six-Step Quick Guide to the Beneficial Ownership Information Reporting Rules of the Corporate Transparency Act," February 2024
- Author, "When Nonprofit Structure Makes Business Sense," *Upsize Minnesota*, October-November 2009
- Author, "VC: Goldmine or Minefield? Seek Venture Capital Carefully," *Business Journal Growth Guide*, April 2004
- Co-author, "To Build Board of Directors, First Think Through Needs," *Upsize Minnesota*, October 2002

## Client Alerts And Blog Posts

- Corporate Transparency Act Update: Federal District Court Rules CTA Unconstitutional  
March 4, 2024
- Entrepreneurial Services Alert: SEC Adopts Regulation Crowdfunding  
November 16, 2015

## In The News

- Quentin Super Features Lathrop GPM Partner Dan Tenenbaum on His Practice  
November 30, 2023
- "Mad for musicals, now he writes them," *Minnesota Lawyer*  
May 29, 2018
- "The Quest For Capital," *Twin Cities Business Magazine*  
June 29, 2016
- Gray Plant Mooty Publishes Fourth Edition of the Seed Capital reVIEW

December 16, 2015

- Gray Plant Mooty Publishes Third Edition of the Seed Capital reVIEW  
July 7, 2015
- Seed Capital ReVIEW - Survey for Second Half 2014  
February 13, 2015
- Gray Plant Mooty Publishes Second Edition of the Seed Capital reVIEW  
December 9, 2014
- "By the Numbers: How Startups Bankroll Their Start," Minneapolis/  
St. Paul Business Journal  
July 4, 2014
- Gray Plant Mooty Publishes the First Installment of the Seed  
Capital reVIEW  
June 27, 2014
- "Choosing An Attorney," New Business Minnesota  
January 2011
- "Choosing An Attorney," New Business Minnesota  
September 2010
- "Choosing An Attorney," New Business Minnesota  
May 2010

## News Releases

- Eight Lathrop GPM Attorneys Named Lawyer of the Year, 89  
Ranked as The Best Lawyers in America©  
August 17, 2023
- Lathrop GPM Represents CryptoSlam in Combination with Forkast.  
News  
May 16, 2023
- Six Lathrop GPM Attorneys Named Lawyer of the Year, 95 Ranked  
as The Best Lawyers in America©  
August 18, 2022
- Dan Tenenbaum Named 2022 Notable Partner in Law  
June 27, 2022
- Seven Lathrop GPM Attorneys Named Lawyer of the Year, 100  
Ranked as The Best Lawyers in America©  
August 19, 2021
- Lathrop GPM Franchise Practice Group Closes Deal Between  
Home Health Care Giants  
August 13, 2021



- Lathrop GPM Franchise Practice Group Closes \$13.5 Million Deal with BBQ Holdings, Village Inn and Bakers Square  
August 3, 2021
- Lathrop GPM Attorneys Named to The Best Lawyers in America®, Lawyer of the Year, and Ones to Watch for 2021  
August 20, 2020
- Gray Plant Mooty Counsels on Bite Squad Merger  
January 23, 2019
- Gray Plant Mooty Announces Newly Elected Board Members  
March 26, 2018

### Professional Affiliations

- Hennepin County Bar Association

### Community Involvement

- Hennepin Theatre Trust, Vice Chair
- Minneapolis Musical Theater Company, Chair

### Honors

- Selected among *The Best Lawyers in America*®, 2021-2024
- *Twin Cities Business Magazine*, "Notable Partner in Law," 2022
- "Minnesota's Top Lawyers," *Minnesota Monthly*, 2022